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## Creating a Greek Approval Plan at Yale

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easily than ongoing subscription costs. Since there would also be a cost to OUP to provide Web access, a small ongoing access charge would also be reasonable (\$100 per year). The key here is to charge once for the content rather than requiring us to repurchase the same material year after year.

2. Charge for the updates separately from the cost for the main body of the dictionary. Most users are not looking for the revisions—they are looking for the material that was in the first and second editions. Charging an optional subscription fee for those that do want access to the revised entries (\$1000 per year) would give every library the ability to select what parts of the product best fit their users needs.

3. If the product must be sold solely on a subscription basis, charge on the basis of simultaneous rather than potential use. Set up a fee per simultaneous user and let each library subscribe at the level that best meets their needs. On my campus of 17,000 students, I doubt that more than four would ever want to use the *OED* at the same time. If I had the option of buying a subscription for just four users (even at \$500.00 each) instead of 17,000, I would be much more inclined to purchase the Web version.

These pricing problems exist for other products, so why pick on the *OED*? There is no doubt that *OED* is an essential part of any reference collection. It is the only reference source whose longevity is measured in centuries rather than months or years. The editors at the *OED* are motivated more by scholarship than profit, which has become very rare for any publishing house. However, they have not thought through the implications of per capita pricing for this kind of reference work. Oxford has the opportunity to take a leadership role in the pricing of scholarly reference information. Through some creative input, the *OED* can become an example of new pricing mechanisms rather than merely another application of a pricing system developed for different types of products. I am hopeful that the editors of the *OED* will take up this challenge and develop a new method for pricing this priceless information. I really would like to buy the *OED* on the Web, but I cannot afford it in its existing configuration.

(For a more radical solution, see Sidebar 3) 



## Creating a Greek Approval Plan at Yale

by **Anthony J. Oddo** (Team Leader, Arts & Sciences Team, and Principal Catalog Librarian, Catalog Department, Sterling Memorial Library, High Street, Yale University, New Haven, CT 05620; phone 203-432-7961; fax 203-432-7231) <anthony.oddo@yale.edu>

Upon assuming the title and duties of selector for Greek imprint materials, I was immediately informed that it would be to my benefit to set up an approval plan with a Greek vendor. The overall goal of such a plan was to supply Yale with the newest, most scholarly published offerings at the best possible price. Encouraged by suggestions from other selectors, I thought that such a plan would be a simple task to compile, for the most part copying approval plans for other foreign countries and simply modifying them for Greece. My simple plan turned into a monumental nightmare. No approval plan had existed before I assumed these duties, and it became immediately apparent that before I could realistically ask a vendor to supply something for my final approval, I had to assess Yale's needs.

Historically, the Greek collection development policy at Yale University has been sharply divided between ancient or classical Greek, and modern Greek. The latter begins with the medieval period and extends to the present time. Classical Greek collection development has enjoyed a long tradition of steady financial support and growth. The university has a large classical language department with a long established classics library as well as extensive holdings of classical language materials located in the Sterling Memorial Library. The collection supports the Classics Department's offerings each semester in classical Greek language and literature,

history, art history and archaeology, as well as faculty research and scholarship.

Modern Greek imprint collection development is relatively new to Yale. No formal educational programs exist in modern Greek studies at the university and, as such, collection building had been limited to securing adequate coverage of informally selected topics of modern Greek civilization to supplement research currently in progress in other disciplines. Faculty and student interest is sporadic at best. Approximately 30 years ago, my predecessor, George Vrooman, with the assistance of Mrs. Evro Layton, put together an informal and limited collection development policy to fill in gaps that appeared in the Greek imprint collection. Although not named, this informal policy became Yale's first approval plan for modern Greek imprints, an approval plan which we have attempted to duplicate without success. Evro Layton was the founder of a local co-operative buying service which supplied modern Greek titles to a number of large academic and public libraries in the US. Vrooman's initial design was to limit collection development choices to modern Greek history, literature and literary criticism, economics and economic theory, social conditions, and political science. Individual requests for materials outside the above general categories, as well as any other additional book requests, were sent to Layton directly indicating that the requested items were not to be duplicated by the approval plan. If an item was already supplied or planned for a future shipment, Layton would supply the invoice number and possible shipment date. Layton's highly efficient service also offered cataloging cards for library catalogs and out-of-print searches at a reasonable cost.

Unfortunately, upon her retirement, the program ceased its services, and collection development queries had to be made directly to Greek vendors—an increasingly difficult task. Among the greatest problems that I have experienced dealing with these vendors are their general failure to respond to inquiries and their limited in-stock offerings. Because of this poor service, I have been forced to use many alternate means for book selection, such as publisher flyers, national guides, word of mouth, etc.—in other words, an inefficient means of collection building at a major research library. I also have been forced to contact publishers individually, using e-mail, fax, and the US and Greek postal systems to or-

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### Anthony Oddo Profile

**Born:** Hartford, Connecticut, 1947.

**Education:** BA, Classical Languages, Iona College; MA, Latin, Fordham University; MLS, South Connecticut State University; Certificate in Russian, Defense Language Institute—West Coast, US Army.

**Career:** 28 years at Yale University.

**Family:** Wife Rosaria, and children Anthony, Jr. and Christina.


**My other life:** Model railroading and coin collecting.

**Favorite leisure reading:** Ancient history, library history, and historical novels.



der or seek information on desired choices—in other words, a slow and tedious process, often with negative results. Compounding my difficulties is the distance between New Haven and Greece, and the apparent lack of interest or ability on the part of many dealers to supply our unique, highly specialized requests. In many instances, publisher response has been nil—it has become extremely difficult to rationalize such behavior or lack of business expertise. Inquiries in both Greek and English are not answered. Repeated requests are ignored. Not only is the monographic collection suffering as a result, but serial titles also have significant gaps and it is increasingly difficult to fill in missing issues. Yale colleagues visiting Greece have gone so far as to purchase titles for the library from local bookstores, or to instruct booksellers with whom we have orders to send materials immediately and directly to my attention. Alas, Yale is not alone, as Case and Leontis (1999) detail American libraries' universal difficulties with Greek libraries and the Greek book trade.

I am presently in the process of negotiating purchases with a new dealer in Athens, and am eagerly awaiting replies to my queries. As with earlier queries to other dealers, responses have been slow and it often is difficult to determine where negotiations are at any given point. I can foresee the need for expanding choices into both print and non-print formats and in order to facilitate matters, I have compiled a basic approval plan profile for Greek imprints (see sidebar "Approval Plan Profile for Greek Imprints"). It is my hope that once our proposed vendor has this document in hand, Greek imprints will regularly appear within the holdings of Yale's library system.

Given the needs of scholarship and our desire to adequately represent modern Greece in our library holdings, this proposed approval plan, combined with satisfactory vendor cooperation, may well suit our needs. It is acknowledged that present allocations may need to be renegotiated or supplemented should additional modern Greek programs be initiated by the university. Similarly, any new programs will necessitate revisions of this approval plan. Flexibility and cooperation by both parties will produce success for this plan. The first step, however, is for the two parties to come together. 

#### References

Case, Beau David and Artemis Leontis. 1999. Strengthening modern Greek collections: Building US-Greek library partnerships: Report on the conference at the Library of Congress, April 29-30. *College & Research Libraries News* 60:7 (July/August): 559-61.

## Approval Plan Profile for Greek Imprints

- 1) Subjects
  - a) General
    - i) Reference texts and general and individual bibliographies to include Greek library holdings
  - b) History
    - i) General histories of Greek civilization and culture
    - ii) History of the Greek medieval world
    - iii) History of early modern and contemporary Greece
    - iv) History of the Greek presence in Turkey (Asia Minor), Cyprus and on the Greek isles
    - v) Greeks in foreign countries (especially US)
    - vi) Greek military and naval history
    - vii) Greek political history and political science
    - viii) Local and regional history subject to selector approval
    - ix) Elements of the Greek population
  - c) Economics
    - i) Modern Greek economics, economic theory
    - ii) Labor and laboring classes, trade unions, industrial and technological history
  - d) Social history
    - i) History of the Greek family (to include women's studies, child welfare, etc.)
    - ii) General descriptions of Greek social conditions
    - iii) General history of Greek social life and customs
  - e) Language
    - i) History of linguistics and language theory
    - ii) Critical editions of major Greek literary works
    - iii) New literary editions by modern/current Greek authors
    - iv) Current texts on literary criticism and literary history
    - v) Modern Greek language and studies in Greek dialects
    - vi) Classical texts rendered into modern Greek
  - f) Fine Arts
    - i) Current scholarship in modern Greek painting, architecture, etc. to include supplementary sources on history and interpretation
    - ii) Selected studies on Greek television, radio and motion pictures
    - iii) Scholarly texts on Byzantine and early Greek painting, architecture, etc. (including criticism and interpretation)
    - iv) Scholarly texts on classical Greek and Roman painting, architecture, etc.
  - g) Greek Church history
    - i) General texts related to history and art (ritual and doctrinal works excluded)
    - ii) Texts relating to the role of church in Greek daily life and politics
  - h) Serials
    - i) Samples of issues of serials covering the above mentioned topics as well as other fields of scholarship subject to selector's final approval
- 2) Formats
  - a) All formats may be included in this approval plan subject to final approval of selector
- 3) Exclusions
  - a) Unrevised reprints
  - b) Translations into Greek of works originally appearing in another language
  - c) Vanity press type materials
  - d) Juvenile texts; school texts or collections
  - e) Microforms
  - f) Items with a cost of \$100 or more Selector would prefer notification
  - g) Family and individual biographies/genealogies Selector would prefer notification
  - h) Dissertations
  - i) Scientific and technical publications